

Message Text

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PAGE 01 VIENNA 07178 081104Z

ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W

-----030373 081254Z /53

R 080950Z AUG 77

FM AMEMBASSY VIENNA

TO AMCONSUL STUTTGART

INFO USDOC WASHDC

SECSSTATE WASHDC 2836

AMEMBASSY BERN

AMEMBASSY BONN

UNCLAS VIENNA 7178

E.O. 11652: N/A

TAGS BEXP, AU, GW, SW

SUBJECT: FOREIGN BUTYER PROGRAM-INTELCOM '77 ATLANTA

REF: STUTTGART 1282

1. THUS FAR, AS RESULT OF 500 MAILINGS IN AUSTRIA, WE HAVE RECEIVED 3 POSITIVE REPLIES FROM LOCAL BUSINESSMEN WHO INTEND TO VISIT INTELCOM '77, AND ONE EXPRESSION OF INTEREST. UPON RECEIPT OF REFTEL, WE APPROACHED AMERICAN EXPRESS (AMEX) VIENNA TO FIND OUT IF THESE 3 BUSINESSMEN HAD ALREADY MADE RESERVATIONS. REPLY WAS NEGATIVE.

2. WE ALSO LEARNED FROM AMEX THAT IT HAS BEEN ACTIVELY PROMOTING THE INTELCOM PACKAGE TOUR (LONDON-ATLANTA-LONDON) AND HAS IN FACT ALREADY SIGNED ON A FEW VISITORS. THIS CAUSES US SOME GRIEF, SINCE AMEX HERE HAS AGREED TO WORK WITH HAPAG-LLOYD IN PROMPTING OUR FBP TOUR. AMEX PACKAGE, ALL FACTORS CONSIDERED, IS NEARLY \$500 CHEAPER THAN COST OF FBP VERSION. WE ARE THEREFORE NOT COMPETITIVE IN PRICE IN AUSTRIA. POST WILL CONTINUE TO SUPPORT STUTTGART'S RED CARPET PROMOTION, BUT TO REMAIN HONEST WE WILL HAVE TO ALSO INFORM

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AUSTRIANS OF ALTERNATE (AND CHEAPER) TRAVEL ARRANGEMENTS OFFERED BY AMEX.

3. WE HOPE COMMERCE WILL IN FUTURE NOTIFY POSTS WELL IN ADVANCE IN CASES WHERE U.S. SHOW PRODUCER HAS

ARRANGED OWN TRAVEL PACKAGE. BORG

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Message Attributes

Automatic Decaptoning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 08-Aug-1977 12:00:00 am
Decapton Date: 01-Jan-1960 12:00:00 am
Decapton Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977VIENNA07178
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770284-0726
Format: TEL
From: VIENNA
Handling Restrictions: n/a
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Legacy Key: link1977/newtext/t19770884/aaaacsyd.tel
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Litigation History:
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Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 STUTTGART 1282
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 22-Oct-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1669790
Secure: OPEN
Status: NATIVE
Subject: FOREIGN BUTYER PROGRAM-INTELCOM '77 ATLANTA
TAGS: BEXP, AU, GE, SW
To: STUTTGART COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/e507dd5f-c288-dd11-92da-001cc4696bcc
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